

Message Text

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65

ACTION EUR-12

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R 211025Z MAR 75
FM AMEMBASSY BUCHAREST
TO USDOC WASHDC
INFO SECSTATE WASHDC 2100
AMEMBASSY VIENNA
AMEMBASSY BUDAPEST
AMEMBASSY SOFIA

UNCLAS BUCHAREST 1221

USDOC FOR BEWT/OEWTD/THOMPSON AND BIC/OIM/CROSLY

E.O. 11652: N/A

TAGS: BEXP, AU, HU, XF

SUBJ: AGRICULTURAL CHEMICALS TECHNICAL SALES SEMINAR

REF: BUCH 1382

FROM VERZARIU

1. THE SEMINAR TEAM ARRIVED BUCHAREST ON THE EVENING OF MARCH 15. ON THE NEXT DAY THE GROUP VISITED THE ROMANIAN COUNTRYSIDE (SINAIA). ON MONDAY, MARCH 17, FOLLOWING BREAKFAST WITH THE AMBASSADOR AND THE EMBASSY STAFF, THE SEMINAR WAS OFFICIALLY OPENED BY AMBASSADOR BARNES AND DEPUTY MINISTER OF CHEMICAL INDUSTRY CARANFIL. APPROXIMATELY 80 ROMANIAN GUESTS FROM THE CHEMICAL INDUSTRY AND AGRICULTURE MINISTRIES, RESEARCH INSTITUTES, AND FOREIGN TRADE ORGANIZATIONS ATTENDED. THAT EVENING FIRST SECRETARY CRAIGHEAD HOSTED A RECEPTION FROM THE SEMINAR MEMBERS, ROMANIAN GUESTS AND EMBASSY STAFF.

2. THE SEMINAR SESSION ON MARCH 18 WAS ATTENDED BY APPROXIMATELY 60 ROMANIAN GUESTS. THE SEMINAR WAS OFFICIALLY CLOSED BY STATEMENTS BY THE CHAIRMAN, COMMERCE REPRESENTATIVE AND MINISTER CARANFIL. AN OFFICIAL DINNER FOLLOWED THAT EVENING, ATTENDED BY MINISTER OF CHEMICAL INDUSTRY FLORESCU, MINISTER-SECRETARY OF STATE OF FOREIGN
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TRADE IONESCU, DIRECTOR GENERAL OF THE ACADEMY OF AGRICULTURE

COVOR AND OTHER ROMANIAN GUESTS. ON MARCH 19 SEVERAL SEMINAR MEMBERS VISITED THE FUNDULEA INSTITUTE FOR AGRICULTURAL RESEARCH, WHILE OTHERS HAD MEETINGS WITH ROMANIAN REPRESENTATIVES IN BUCHAREST.

3. ALTHOUGH NO SALES WERE CONCLUDED DURING THE STAY IN BUCHAREST, THE REACTION OF THE US MEMBERS OF THE SEMINAR WAS POSITIVE. ALL BUT TWO OF THE US FIRMS (CHEMICO AND GULF CHEMICALS) VISIT THIS MARKET REGULARLY AND HAVE SOLD OR ARE NEGOTIATING SALES OF THEIR PRODUCTS. THUS THESE FIRMS ARE USING THE SEMINAR AS A VEHICLE TO IDENTIFY NEW CONTACTS. THE CONSENSUS OF ALL PARTICIPANTS WAS THAT DURING THE SEMINAR SESSIONS, AND ESPECIALLY AT THE FUNCTION ARRANGED BY THE EMBASSY, THIS PURPOSE WAS ACCOMPLISHED. THE VISIT TO FUNDULEA WAS FOUND USEFUL FOR THE INDICATIONS RECEIVED OF ROMANIAN PRACTICES AT PRESENT AND PLANNED WITH RESPECT TO USE OF AGRICULTURAL CHEMICAL PRODUCTS.

4. HOSPITALITY BUDGET UPDATE (EXCHANGE RATE AT LEI 11.88 PER \$1.00):
COCKTAIL RECEPTION, REFRESHMENTS FOR
CHAIRMAN'S SUITE \$200
AMBASSADOR'S DINNER 130
(FOR COFFEE BREAKS SEE TRANSPORTATION
HEADING, PARA 5)
TOTAL \$330

ALLOCATED : \$1200
WITHDRAW: 800

5. SEMINAR BUDGET UPDATE:
SUITE FOR CHAIRMAN AND COORDINATOR \$850
LOCAL TRANSPORTATION AND COFFEE BREAK
REFRESHMENTS 330
PRINTING OF INVITATIONS 30
TELEPHONE, POSTAGE 5
PHOTOGRAPHER 100
INTERPRETERS/SECRETARY 700
MEETING HALL 792
TOTAL 2307

ALLOCATED : 2700
WITHDRAW: \$300
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6. EMBASSY WILL SEPARATELY SUBMIT IMPRESSIONS CONCERNING
VALUE OF THIS SEMINAR AND EFFECTIVENESS OF TECHNIQUE.
BARNES

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